

Message Text

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PAGE 01 MANAGU 05305 181649Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----038651 190550Z /12
R 181430Z NOV 77
FM AMEMBASSY MANAGUA
TO /USDOC WASHDC
INFO SECSTATE WASHDC 4919

UNCLAS MANAGUA 5305

E.O. 11652: N/A
TAGS: BBSR, PINR, NU
SUBJECT: WTDR/FTI NICARAGUA MACHINERY COMPANY

REF: USDOC 19110

1. NICARAGUA
OFFICE USE: 2. 219 3. 0001400 4. 01
5. NICARAGUA MACHINERY COMPANY
6. APARTADO POSTAL 469; KM 7-1/2 CARRETERA NORTE
7. MANAGUA
8. CONTACT: MR.JJOSE CARDENAL V.
9. TITLE: GENERAL MANAGER
10. PHONE: 3151 11. TELEX: 1058
12. CABLE: NIMAC, MANAGUA
13. ESTABLISHED: 1944 14. EMPLOYEES: 355
15. SIZE: VERY LARGE 16. REPUTATION: Y -EXCELLENT
17. REPORT DATE: 11/77
OFFICE USE: 18. K 19. X 20. X 21. NA 22. NA
23A. 35230/135 RETAILER, DISTRIBUTOR, IMPORTER OF FARM MACHINERY
AND EQUIPMENT. 23B. 35310/135 RETAILER, DISTRIBUTOR, IMPORTER OF
CONSTRUCTION MACHINERY. 23C. 37112/135 RETAILER, DISTRIBUTOR, IM-
PORTER OF TRUCK TRACTORS AND TRUCKS. 23D. 37150/135 RETAILER, DIS-
TRIBUTOR, IMPORTER OF TRUCK TRAILERS. 23E. 36210/135 RETAILER, DIS-
TRIBUTOR, IMPORTER OF MOTOR AND GENERATORS.
23F. 36231/135 RETAILER, DISTRIBUTOR, IMPORTER OF WELDING MACHINES
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AND ACCESSORIES. 23G. 35493/135 RETAILER, DISTRIBUTOR, IMPORTER OF
WELDING AND CUTTING APPARATUS. 23H. 35370/135 RETAILER, DISTRI-
BUTOR, IMPORTER OF INDUSTRIAL TRUCKS AND TRACTORS. 23I. 35194/135
RETAILER, DISTRIBUTOR, IMPORTER OF OUTBOARD MOTORS. 23J. 30113/135
RETAILER, DISTRIBUTOR, IMPORTER OF OUTBOARD MOTORS. 23J. 30113/135
RETAILER, DISTRIBUTOR, IMPORTER OF TRACTOR AND IMPLEMENT TIRES.
23K. 38920/2 AGENT FOR EXPLOSIVES. 23L. 35320/2 AGENT FOR MINING

MACHINERY. 23M. 37411/2 AGENT FOR LOCOMOTIVES AND PARTS. 23N.

37111/2 AGENT FOR AUTOMOBILES.

24. FOREIGN SALES: LOCAL ONLY.

25. FINANCIAL REFERENCES: CENTRAL NATIONAL BANK, CHICAGO, ILLINOIS; WELLS FARGO BANK, SAN FRANCISCO, CALIFORNIA; CITIBANK, NEW YORK, NEW YORK; BANK OF AMERICA N.T. & S.A., IN SAN FRANCISCO, CALIFORNIA. BANCO DE AMERICA, APARTADO POSTAL 285, AND FIRST NATIONAL CITY BANK (CITIBANK), APARTADO POSTAL 3102, IN MANAGUA.

26. TRADE REFERENCES: SAME AS ITEM 27 BELOW.

27. FOREIGN FIRMS REPRESENTED: CATERPILLAR TRACTOR CO., PEORIA, ILLINOIS, EXCLUSIVE DISTRIBUTION OF AGRICULTURAL AND INDUSTRIAL TRACTORS, ACQUIRED 1944; JOHN DEERE INTERCONTINENTAL, MOLINE, ILLINOIS, EXCLUSIVE DISTRIBUTION OF FARM MACHINERY, ACQUIRED 1944; WESTINGHOUSE ELECTRIC INC., NEW YORK CITY, NEW YORK, EXCLUSIVE DISTRIBUTION OF INDUSTRIAL EQUIPMENT ACQUIRED 1944; INTERNATIONAL HARVESTER EXPORT CO., CHICAGO, ILLINOIS, EXCLUSIVE DISTRIBUTION OF TRUCKS, ACQUIRED 1970; WISCONSIN MOTOR CORPS., MILWAUKEE, WISCONSIN, EXCLUSIVE DISTRIBUTION OF GASOLINE MOTORS; HYSTER COMPANY, PORTLAND, OREGON, EXCLUSIVE DISTRIBUTION OF LIFT TRUCKS ACQUIRED 1944; ROME PLOW CO., CEDARTOWN, GEORGIA, EXCLUSIVE DISTRIBUTION OF FARM OF FARM MACHINERY; ALBION MOTORS LTD., GLASGOW, ENGLAND, EXCLUSIVE DISTRIBUTION OF TRUCKS ACQUIRED 1965; BROOKVILLE LOCOMOTIVE WORKS, BROOKVILLE, PENNSYLVANIA; DISTRIBUTION OF LOCOMOTIVES ACQUIRED 1944; E.L. CALDWELL & SON, CORPUS CHRISTIE, TEXAS, EXCLUSIVE DISTRIBUTION OF FARM MACHINERY ACQUIRED 1944; E.I. DUPONT DENEMOURS INC., WILMINGTON, DELAWARE, DISTRIBUTION OF EXPLOSIVES ACQUIRED 1944; UNCLASSIFIED

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FRUEHAUF TRAILER CO., NEW YORK CITY, NEW YORK, EXCLUSIVE DISTRIBUTION TRAILERS ACQUIRED 1944; GARLOCK INTERNATIONAL, PALMIRA, NEW YORK, EXCLUSIVE DISTRIBUTION OF INDUSTRIAL PACKINGS ACQUIRED 1944; HARNISCHFEGGER CORPORATION, MILWAUKEE, WISCONSIN, DISTRIBUTION OF WELDING EQUIPMENT AND SUPPLIES ACQUIRED 1944; JAGUAR CARS LTD., COVENTRY, ENGLAND, EXCLUSIVE AGENCY OF AUTOMOBILES ACQUIRED 1954. 28. POST EVALUATION: NICARAGUA MACHINERY COMPANY IS THE LARGEST AND MOST SUCCESSFUL DISTRIBUTOR OF AGRICULTURAL, CONSTRUCTION, AND INDUSTRIAL MACHINERY AND SUPPLIES IN NICARAGUA. THE FIRM, WHICH ACTS AS AGENT AND DISTRIBUTOR FOR A LARGE NUMBER OF WELL-KNOWN U.S. AND FOREIGN CONCERNS, EXHIBITS EXCELLENT SALES ABILITY THROUGHOUT THE COUNTRY. IT HAS AMPLE OFFICES AND SHOPS IN THE CITY OF MANAGUA, BRANCHES IN THE AGRICULTURAL CITIES OF LEON, CHINANDEGA, AND OCOTAL, AND A LARGE SALES FORCE COVERING THESE AND OTHER AREAS THROUGHOUT THE COUNTRY. IT REPORTS CURRENT WORKING CAPITAL OF US \$5.8 MILLION, A NET WORTH OF US\$6.2 MILLION, AND AN ANNUAL VOLUME OF BUSINESS OF US\$13 MILLION. THE FIRM IS UNDER THE OVERALL MANAGEMENT OF ING. JOSE CARDENAL V., AN ABLE ADMINISTRATOR WITH CONSIDERABLE EXPERIENCE IN THE BUSINESS. THE FIRM'S OWNERS, MRS. MARUCA DE GOMEZ AND HER SON ALEJANDRO GOMEZ, ARE WELL AND FAVORABLY REGARDED IN LOCAL CIRCLES. THE GROUP IS ALSO ONE OF THE PRINCIPAL SHAREHOLDERS OF INDUSTRIAS NICARAGUENSES DE VEHICULOS S.A., A LOCAL

TRUCK AND BUS ASSEMBLY PLANT. GOMEZ FAMILY IS AMONG NICARAGUA'S WEALTHIEST, WITH EXTENSIVE HOLDINGS IN CATTLE RANCHES AND A RICE PLANTATION. FAMILY IS ALSO A MAJOR STOCKHOLDER IN BANCO DE AMERICA, THE NATION'S LARGEST PRIVATE COMMERCIAL BANK. SUBJECT FIRM ENJOYS AN EXCELLENT REPUTATION IN LOCAL BANKING AND TRADE CIRCLES AND IS CONSIDERED TO BE ENTIRELY RESPONSIBLE FOR ITS COMMITMENTS. THE FIRM IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

29. PREPARED BY:RJMONTES APPROVED BY:PAHAIGH
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Concepts: n/a
Control Number: n/a
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 534175
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI NICARAGUA MACHINERY COMPANY
TAGS: BBSR, PINR, NU, NICARAGUA MACHINERY COMPANY
To: COM STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/08f9c216-c288-dd11-92da-001cc4696bcc
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